

## Message Text

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64

ACTION OPIC-06

INFO OCT-01 AF-06 ISO-00 EB-07 AID-05 COME-00 TRSE-00

OMB-01 CIAE-00 INR-07 NSAE-00 /033 W

----- 124132

R 221417Z APR 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 8920

UNCLAS LAGOS 3701

E.O. 11652: N/A

TAGS: EINV, NI

SUBJECT: OPIC VISIT TO NIGERIA

REF: STATE 040179

SUMMARY: OPIC VISIT AND PRESENTATIONS VERY WELL RECEIVED HERE  
IN OFFICIAL AND BUSINESS COMMUNITIES. END SUMMARY.

1. NIGERIAN BUSINESS COMMUNITY PREDICTABLY ATTRACTED BY  
FINANCING POSSIBILITIES AND BY NEW THAT OPIC SEEKING TO  
IDENTIFY ONE TO FIVE INVESTMENT PROJECTS IN NIGERIA AND LEILLING  
PLAY MATCHMAKER IN BRINGING THOSE PROJECTS TO ATTENTION  
PROSPECTIVE U.S.INVE.

2. WE URGE IMPORTANCE OF TIMELY AND EFFECTIVE FOLLOWUP ON  
MATCHMAKING EFFORT AND OF COURSE PLEASED TO DO ALL WE CAN TO  
SUPPORT. WE ALSO URGE CONSIDERATION OF U.S. INVESTMENT  
MISSION TO NIGERIA.

3. OPIC TEAM, HEADED BY VICE PRESIGEORGE COOPER AND  
INCLUDING MS. BONNY HENDERSON AND CLARK BATCHELDER MET WITH  
COUNTRY TEAM MORNING OF APRIL 17 FOR EXPOSIION OPIC PROGRAMS  
AND PROCEDURES. CHARGE HOSTED LUNCH SAME DAY WHERE OPIC  
TEAM MADE PRESENTATION TO LEADERS OF NIGERIA PN AMERICAN  
BUSINESS COMMUNITIES (AND SMATTERING NIGERIAN OFFICIALS)  
NUMBERING 26.

4. ON APRIL 18 OPIC TEAM MADE CALLS IN MINISTRIES OF FINANCE  
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AND OF ECONOMIC DEVELOPMENT AND RECONSTRUCTION AND AT

INVESTMENT PROMOTION CENTER (AGENCY OF MINISTRY OF INDUSTRIES). FINANCIAL OFFICER REDMOND HOSTED LUNCH FOR SELECTION OF 12 U.S., EXPATRIATE, NIGERIAN BANKERS, AND ON EVENING APRIL 18 OPIC TEAM REPEATED ITS PRESENTATION TO GATHERING OF 50 BUSINESS REPRESENTATIVES NIGERIAN AND AMERICAN BUSINESS COMMUNITIES AT HOME OF ECON COUNSELOR. PIC TEAM DEPARTED LAGOS MORNING OF APRIL 19.

5. ALTHOUGH MOST REPRESENTATIVES OF U.S. FIRMS HAD ACQUAINTANCE WITH OPIC, THIS VISIT GAVE THEM OF RENEWED AVAILABILITY OF OPIC COVERAGE IN NIGERIA AND THEY WELCOMED OPIC INITIATIVE FOR ON THE SPOT EXPOSITION OF PROGRAMS AND PROCEDURES. NIGERIANS IN BUSINESS COMMUNITY AND IN GOVERNMENT UNDERSTANDABLY FOCUSED ON FINANCING POSSIBILITIES AND ON INVESTMENT BROKERING. IN COURSE OF THEIR MEETINGS WITH OPIC TEAM DOZEN OR MORE NIGERIAN BUSINESS INDICATED DESIRE DISCUSS POSSIBLE INVESTMENT PROJECTS AND ANOTHER HALF DOZEN HAVE COME FORWARD AS NEWS OF OPIC VISIT HAS SPREAD. OBVIOUSLY TOO EARLY TO JUDGE THEIR PROPOSALS, BUT THERE IS NO DOUBT OF NIGERIAN INTEREST AND IT IS IMPORTANT IN ORDER TO SUSTAIN MOMENTUM THIS VISIT HAS GENERATED THAT OPIC FOLLOW UP WITH IDENTIFICATION OF PROJECTS AND THEIR PRESENTATION TO U.S. INVESTORS. NEEDLESS TO SAY EMBASSY PLEASED TO SUPPORT THAT EFFORT.  
CROSBY

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## Message Attributes

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**Channel Indicators:** n/a  
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